

Message Text

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PAGE 01 KUWAIT 00188 111014Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----115602 112108Z /63

R 110850Z JAN 78
FM AMEMBASSY KUWAIT
TO USDOC WASHDC
INFO SECSTATE WASHDC 9895
AMEMBASSY ABU DHABI
AMEMBASSY JIDDA
AMEMBASSY MANAMA

UNCLAS KUWAIT 0188

STATE FOR NEA/ARP

USDOC FOR CAGNE

E.O. 11652: N/A
TAGS: BEXP, KU
SUBJECT: SOUTH CAROLINE IOGA MISSION: MARCH, 1978

REF: (A) 77 USDOC 24611, (B) 77 USDOC 24480

1. EMBASSY WELCOMES SOUTH CAROLINA IOGA LED BY GOVERNOR EDWARDS AND WISE DECISION TO SPLIT IOGA INTO TWO GROUPS. AMBASSADOR HAD OPPORTUNITY TO RAISE SUBJECT OF MISSION WITH KUWAITI AMBASSADOR KHALID JAAFAR DURING LATTER'S RECENT SHORT VISIT TO KUWAIT. AMBASSADOR JAAFAR RECALLED WITH PLEASURE WARM HOSPITALITY EXTENDED TO HIM AND FINANCE MINISTER ATEEQI DURING THEIR VISIT TO SOUTH CAROLINA IN 1975. AMBASSADOR JAAFAR SAID MINISTER ATEEQI WOULD BE HOST FOR GOVERNOR'S VISIT AND WOULD PROBABLY GIVE A LUNCH IN HONOR OF THE GOVERNOR AND FINANCIAL MISSION.

2. ALTHOUGH REF A REFERS TO NEED FOR "ONLY MINIMAL (EMBASSY) SUPPORT FOR THE FINANCIAL SECTION" OF SOUTH CAROLINA IOGA,
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CLOSE COORDINATION BETWEEN EMBASSY, IOGA MISSION ORGANIZERS AND FINANCE MINISTRY WILL BE NECESSARY TO ENSURE THAT IMPORTANT DETAILS ARE TENDED TO. KEY CONTACT IN FINANCE MINISTRY IS LIKELY TO BE AMBASSADOR JAAFAT'S SON FAISAL, WHO IS FINANCE MINSTER'S OFFICE DIRECTOR. EMBASSY WILL ARRANGE FOR ADVANCE TEAM TO CALL ON HIM. DETAILS SUCH AS HOTEL RESERVATIONS, MEETING AT AIRPORT, ETC. SHOULD BE

DEALTH WITH AT THAT TIME.

3. SUBJECT TO COORDINATION WITH FINANCE MINISTRY, AMBASSADOR WOULD LIKE TO HOST SOCIAL FUNCTION FOR GOVERNOR EDWARDS AND MISSION DURING HIS VISIT.

4. IT IS ABSOLUTELY VITAL FOR SUCCESS OF PRODUCT MISSION THAT PRODUCT LITERATURE ARRIVE AT EMBASSY 4 TO 6 WEEKS PRIOR TO MISSION ARRIVAL, I.E. BY FEB. 1 IF POSSIBLE. THIS MEANS THAT SUCH LITERATURE SHOULD BE AIR POUCHED NOW. LITERATURE SHOULD NOT, REPEAT NOT, BE AIR FREIGHTED, SINCE AIR FREIGHT MUST GO THROUGH KUWAITI CUSTOMS, AND CLEARANCE PROCEDURES CAN TAKE UP TO 4 WEEKS OR MORE. WE WOULD GREATLY APPRECIATE ADVANCE TEAM'S BRINGING LIST OF MISSION PARTICIPANTS, FIRMS AND PRODUCTS PLUS SUITABLE LITERATURE WITH THEM DURING JAN. 29 - FEB. 1 VISIT TO KUWAIT.

5. MISSION SHOULD BE AWARE THAT TIMING OF SOUTH CAROLINA IOGA NOW INCLUDES LOCAL WEEKEND (THURSDAY AND FRIDAY.) AIRPLANE DEPARTURE AND ARRIVAL TIMES (AS YET UNDETERMINED) COULD LIMITE THE TIME AVAILABLE FOR BUSINESS APPOINTMENTS FOR THE PRODUCT AND FINANCIAL GROUPS TO AS LITTLE AS 2-1/2 DAYS AND ONE DAY RESPECTIVELY. WORKING HOURS FOR GOVERNMENT MINISTRIES AND BANKS ARE FROM 8:30 TO 12:30. BUSINESSES WORK FROM 8:30 TO 12:30 AND THEN FROM 4:30 TO 7:00. IT IS EXTREMELY DIFFICULT TO SECURE UNCLASSIFIED

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APPOINTMENTS OUTSIDE OF THESE WORKING HOURS.

6. TOTAL OF 18 MEMBERS ON TWO MISSIONS STRIKES US AS TOO LARGE FOR KUWAIT MARKET. GIVEN LACK OF STREET SIGNS AND NUMBERS FOR BUILDINGS, GETTING AROUND TOWN IS DIFFICULT AND REQUIRES CAR AND DRIVER FOR EACH TWO MISSION MEMBERS, PLUS CONSIDERABLE EMBASSY LOGISTICAL BACK UP. CARS WITH DRIVERS RENT FOR 15 KD PER DAY (APPROXIMATELY \$55) AND THE RATE MAY BE HIGHER BY THE TIME OF MISSION ARRIVAL. SUGGEST PARING OF PRODUCT MISSION TO 8 MEMBERS IF POSSIBLE. DOES 12 FIGURE INCLUDE MISSION DIRECTOR AND PERHAPS AN ASSISTANT? ARE WE CORRECT IN ASSUMING THAT AT LEAST ONE MEMBER OF ADVANCE TEAM WILL BE ON FINAL MISSION? MAESTRONE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 11 jan 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978KUWAIT00188
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780016-1087
Format: TEL
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780177/aaaacmrw.tel
Line Count: 108
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: ef91eae4-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 08 feb 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3794709
Secure: OPEN
Status: NATIVE
Subject: SOUTH CAROLINE IOGA MISSION: MARCH, 1978
TAGS: BEXP, KU
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/ef91eae4-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014